



Success News

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THE HEALING STAFF

Professional Medical Support for Patients

San Antonio, TX – “The best practice is to listen and HEAR what the customer is saying, not what you THINK the customer is saying” says Lisamarie Fallon, founder and president of The Healing Staff.

Lisamarie Fallon established The Healing Staff in April 1999 to fill a specific niche for the military/government community: Staff medical support personnel on a full-time basis alleviating the crisis of short staffing and deployment issues. The company is a small, woman-owned, 8(a) certified small disadvantaged business located in San Antonio.

The success of The Healing Staff can be weighed by different factors, but the pinnacle evidencing the company's current success came on November 15, 2005. This U.S. Small Business Administration, 8(a) certified company was one of five Prime Contractors that was awarded the Wright Patterson Air Force IDIQ Spiral Contract worth \$1.9 Billion, with the first year valued at \$800 Million. The purpose of the contract is to fulfill the military's needs for outsourcing staff to augment the ranks of healthcare providers for the military treatment centers. With success comes growth and the company has grown from 58 employees to over 100 employees and now requires over 2,000 sq. ft. to support its growth. In addition to the San

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Antonio office, The Healing Staff maintains an office in Virginia to service Langley Air Force Base.

The success Ms. Fallon and her employees are experiencing was further recognized in March 2006. Ms. Fallon traveled to Washington, D.C. to meet with President Bush and be recognized as the **2006 National**

Representative Congressional Small Business Woman of the Year.

On May 17, 2006 Ms. Fallon will also be recognized at the South West Texas Region-Small Business Development 2006 Small Business Awards Luncheon that will honor this year's San Antonio District's 2006 District and Regional Small Business Week winners. Ms. Fallon will receive the **San Antonio District Director's Special Recognition Award.**

Success has not been easy. As a business woman, Lisamarie juggled work, personal health struggles, and family while building her business into the multi-million dollar company that it is today. Her company's strong foundation is built on strong spiritual faith, maintaining a family atmosphere for her employees, maintaining highly professional performance, serving the best way possible, and understanding the company's methodologies of management.

Amidst personal struggles, inspiration has been Ms. Fallon's ability to continue. Her inspiration comes in many ways: "...be in a hospital room and watch what your team can accomplish." "A smile on a child's face..." "...and best being a part of a healing team who serves the greatest of all, a veteran or military 'warfighter' back from a conflict who has laid their life on the line for mine and yours."

Words of advice from this successful woman: "If you have the drive, the vision and have the support system in place.....GO!" Ms. Fallon

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evidences her drive by continuing to build her successful company and involving herself with the American Cancer Society, Relay for Life (Helotes, TX and Langley, VA), Hurricane Katrina, Secret Santa, and St. Jude's Hospital. She is also a Founder's Circle member for the San Antonio Biomedical Foundation.

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